

Fresh Apples:

Total TEU/FEU:

The numerator represents the total number of 20-foot equivalent unit (TEU) shipped, by all carriers, during April 2001. The denominator represents the total number of TEU shipped, by all carriers, throughout the 2001 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, April 2001.

Market Share-April:

Each carrier's current market share is based on the number of containers shipped during April 2001. Source: PIERS, April 2001.

Market Share-CY 2001:

Each carrier's market share is based on the total number of containers shipped throughout the 2001 calendar year. Source: PIERS, 2001.

Transit Time

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

Ocean Rates

Ocean rates are applicable for June 30, 2001. Rates are per 20-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

Container Rate

Container rates for Pistachios are quoted on full, 16 KT per 20-foot dry containers unless otherwise noted.

Definitions

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

Chassis = Chassis Surcharge

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Ron Hagen, Heidi Reichert, and April Taylor of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325, or Taylor on (202) 690-1326 or by fax on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: June 30, 2001 Page 1 of 10

Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: April 2001

Month\Year: 42.0 \ 179.0

Month \setminus Year: 42.0 \setminus 1/9.	.0				Surcharges:									
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate	
Hyundai	38%	25%	25 Days	\$3,550 ¹	\$140 ¹								\$3,690	
Maersk-SeaLand	21%	27%	24 Days ³	\$2,800 ¹	\$140 ¹	\$40 ¹							\$2,980	
NYK Line	19%	20%	19 Days											
APL	12%	4%		\$3,500 ¹	\$140 ¹	\$40 ¹							\$3,680	
OOCL	5%	8%	19 Days	\$3,200 ¹	\$140 ¹	\$40 ¹							\$3,380	
MOL	2%	2%	26 Days	\$3,400 ¹	\$140 ¹	\$40 ¹							\$3,580	
Hapag-Lloyd	2%	1%	30 Days											

¹ Rate is per container Rat \$3,475

Issue Date: June 30, 2001 Page 2 of 10

³ Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Ho Chi Minh City, Vietnam

Market

Market

Fresh Apples

Surcharges:

Monthly Market Share For: April 2001

Transit

Month\Year: $8.0 \setminus 38.0$

		l	Container Rate

Carrie	Share	Share CY	Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	50%	55%	22 Days	\$6.98	\$7	\$40 ¹		\$34				840 pkgs.	. \$6,641
OOCL	50%	29%	18 Days										
APL	0%	11%	26 Days	\$3,600 ¹	\$140 ¹	\$40 ¹			Ş	1800 ¹			\$5,580
Hyundai	0%	5%	24 Days	\$3,550 ¹	\$140 ¹								\$3,690

¹ Rate is per container Rat \$6,641

Issue Date: June 30, 2001

Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: April 2001

Month\Year: 89.0 \ 648.9 Surcharges:

Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
COSCO	26%	20%	21 Days ³	\$3,460 ¹	\$140 ¹	\$40 ¹							\$3,640
Maersk-SeaLand	25%	22%	16 Days ³	\$2,800 ¹	\$140 ¹	\$40 ¹							\$2,980
APL	12%	7%	13 Days	\$3,510 ¹	\$140 ¹	\$40 ¹							\$3,690
Evergreen	9%	7%		\$2,500 ¹	\$140 ¹	\$40 ¹							\$2,680
Hyundai	7%	15%	17 Days	\$3,100 ¹	\$140 ¹								\$3,240
Cho Yang	7%	12%											
NYK Line	6%	5%	15 Days										
CSAV	3%	0%		\$2,480 ¹									\$2,480
OOCL	2%	2%	15 Days	\$2,900 ¹	\$140 ¹	\$40 ¹							\$3,080
MOL	1%	5%	17 Days	\$3,100 ¹	\$140 ¹	\$40 ¹							\$3,280
Yang Ming	1%	3%	21 Days ³										
P&O Nedlloyd	1%	2%	15 Days	\$2,900 ¹	\$140 ¹	\$40 ¹							\$3,080

¹ Rate is per container Rat \$3,257

Issue Date: June 30, 2001 Page 4 of 10

³ Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Surcharges:

Monthly Market Share For: April 2001

Month\Year: 173.0 \ 498.2

								_					
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk-SeaLand	34%	44%		\$3,100 ¹	\$140 ¹	\$40 ¹							\$3,280
Hyundai	29%	31%	27 Days	\$3,550 ¹	\$140 ¹								\$3,690
MOL	9%	7%	26 Days	\$3,500 ¹	\$140 ¹	\$40 ¹							\$3,680
Hanjin	6%	2%	27 Days	\$3,850 ¹	\$140 ¹	\$40 ¹							\$4,030
NYK Line	5%	3%	26 Days										
Hapag-Lloyd	5%	2%	31 Days										
APL	5%	2%	26 Days	\$3,800 ¹	\$140 ¹	\$40 ¹							\$3,980
Evergreen	3%	1%	23 Days ³	\$2,250 ¹	\$140 ¹	\$40 ¹							\$2,430
Norasia	2%	4%		\$2,630 ¹									\$2,630
OOCL	2%	3%	31 Days	\$3,200 ¹	\$140 ¹	\$40 ¹							

¹ Rate is per container Rat \$3,503

Issue Date: June 30, 2001

³ Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: April 2001

Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container R ate
Evergreen	37%	38%	10 Days ³	\$2,100 ¹	\$140 ¹	\$40 ¹							\$2,280
Maersk-SeaLand	23%	22%	14 Days 3	\$2,800 ¹	\$140 ¹	\$40 ¹	5%						\$3,120
APL	18%	12%	15 Days	\$3,510 ¹	\$140 ¹	\$40 ¹	5%						\$3,866
NYK Line	7%	5%	16 Days										
OOCL	5%	8%	14 Days ³	\$2,900 ¹	\$140 ¹	\$40 ¹							\$3,080
Cho Yang	2%	5%											
MOL	2%	4%	17 Days										
P&O Nedlloyd	2%	2%	14 Days	\$2,800 ¹	\$140 ¹	\$40 ¹							\$2,890
Hanjin	2%	0%	6 Days	\$3,006 ¹	\$140 ¹	\$40 ¹	5%						\$3,336
Yang Ming	1%	3%	19 Days 3										

¹ Rate is per container

Average Container Rat \$2,915

Issue Date: June 30, 2001 Page 6 of 10

³ Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Average Container Rat

Monthly Market Share For: April 2001

Month\Year: 64.0 \ 111.0

Month\Year: 64.0\111.0													
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container R ate
Maersk-SeaLand	61%	53%	21 Days ³	\$3,100 ¹	\$140 ¹	\$40 ¹							\$3,280
OOCL	34%	41%	22 Days	\$3,200 ¹	\$140 ¹	\$40 ¹							\$3,380
MOL	5%	5%	23 Days	\$3,400 ¹	\$140 ¹	\$40 ¹							\$3,580

¹ Rate is per container

Issue Date: June 30, 2001 Page 7 of 10

³ Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Surcharaes

Monthly Market Share For: April 2001

Month\Year: $2.0 \setminus 82.5$

								Surcharg	ges:				
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container R ate
Maersk-SeaLand	50%	41%	21 Days ³	\$3,100 ¹	\$140 ¹	\$40 ¹							\$3,280
Hyundai	50%	17%	23 Days	\$3,550 ¹	\$140 ¹	\$40 ¹							\$3,690
P&O Nedlloyd	0%	17%	24 Days	\$3,100 ¹	\$140 ¹	\$40 ¹							\$3,280
APL	0%	15%	23 Days	\$3,800 ¹	\$140 ¹	\$40 ¹							\$3,980
OOCL	0%	4%	27 Days	\$3,200 ¹	\$140 ¹	\$40 ¹							\$3,380
MOL	0%	4%	23 Days	\$3,200 ¹	\$140 ¹	\$40 ¹							\$3,380

¹ Rate is per container Rat \$3,485

Issue Date: June 30, 2001 Page 8 of 10

³ Transit time is based on departure from Tacoma, WA.

Seattle/Tacoma Ports To Shanghai, China

Fresh Apples

Surcharaes

Monthly Market Share For: April 2001

Month\Year: $2.0 \setminus 6.0$

								Surcharg	ges.				
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
MOL	50%	50%	19 Days										
Cho Yang	50%	17%		\$4,000 ¹	\$140 ¹	\$40 ¹							\$4,180
Hyundai	0%	17%	20 Days										
Hanjin	0%	17%	18 Days	\$5.10	\$7	\$40		\$34				800 pkgs	s. \$5,021

¹ Rate is per container Rat \$4,180

Page 9 of 10

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: April 2001

Month\Year: $6.0 \setminus 98.5$

,								Surcharg	ges:				
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	 BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
MOL	50%	5%	21 Days	\$3,400 ¹	\$140 ¹	\$40 ¹							\$3,580
Hyundai	33%	23%	21 Days	\$3,550 ¹	\$140 ¹								\$3,690
OOCL	17%	7%	21 Days	\$3,200 ¹	\$140 ¹	\$40 ¹							\$3,380
Cho Yang	0%	30%											
APL	0%	16%	20 Days	\$3,600 ¹	\$140 ¹	\$40 ¹	9%						\$4,104
Maersk-SeaLand	0%	11%	21 Days 3	\$3,100 ¹	\$140 ¹	\$40 ¹	9%						\$3,559

¹ Rate is per container Rat \$3,583

Issue Date: June 30, 2001 Page 10 of 10

³ Transit time is based on departure from Tacoma, WA.